

wright county  
minn  
DAIRY

Politics

Lawson  
(should return)  
AMPT

Paul Olson (ah, hey, job)  
President John Moser  
Joe Westwater  
000950

(Darymer)  
etc

OPENING STATEMENT, DI ROUNDTABLE

I'VE BEEN WANTING TO GET TOGETHER <sup>with</sup> FOR YOU FOR A LONG TIME. IT'S GOOD TO BE HERE. AFTER THAT GENEROUS INTRODUCTION, I CAN HARDLY WAIT TO HEAR WHAT I HAVE TO SAY.

MORE SERIOUSLY, I HOPE TO HEAR MORE FROM YOU TODAY THAN YOU WILL HEAR FROM ME. AS YOU MAY KNOW, I HAVE BEEN GRANTED MY REQUEST TO SERVE AGAIN AS A MEMBER OF THE SENATE AGRICULTURE COMMITTEE. I VERY MUCH WELCOME THE CHANCE TO LEARN WHAT MAY BE ON YOUR MINDS. I'M ONLY GOING TO TALK FOR A FEW MOMENTS NOW----- THEN I HOPE WE CAN SPEND MOST OF OUR TIME TALKING BACK AND FORTH ABOUT AGRICULTURE, AND ABOUT ANY OTHER MATTER OF NATIONAL POLICY WHICH CONCERNS YOU.

TO BEGIN, LET ME SHARE ONE OR TWO THOUGHTS.

AS YOU KNOW, I'M FROM RURAL SOUTH DAKOTA, <sup>mann</sup> MURIEL AND I GREW UP IN HARD TIMES AND DUST STORMS. AND ALL MY LIFE I'VE WORKED WITH, AND FOR, DAIRY FAMILIES. I FEEL AT HOME HERE.

OVER THE YEARS, I'VE LEARNED ONE OR TWO POLITICAL LESSONS TOO. I'VE LEARNED FOR INSTANCE THAT FARM PEOPLE AND FARM FAMILIES ARE LAST AT THE TABLE---UNLESS THEY STAND UP FOR THEMSELVES, AND

Norman  
Admady  
Hill

106. Robinson  
State Senator from  
east Tennessee  
(Holsteins)

000951

-2- Pol. Action

(Legal)

UNLESS THEY STAND UP FOR THE PEOPLE IN WASHINGTON AND ELSEWHERE  
WHO ARE WILLING TO SUPPORT THEM.

Farmers 5%

AS YOU KNOW ALL TOO WELL, LESS THAN 5 PER CENT OF OUR  
PEOPLE NOW LIVE ON FARMS. IF YOU MAKE IT DAIRY FARMS...IT'S  
LESS THAN ONE PER CENT.

Dairy Farmers 1%

How is the  
question?

NOW JUST HOW ON EARTH CAN 5 PER CENT, OR ONE PER CENT,  
OF THE AMERICAN PEOPLE---NO MATTER HOW VITAL THEY ARE TO OUR  
NATIONAL WELFARE---HOW CAN THEY PROTECT THEIR INTERESTS?

Question

How will  
you solve  
this?

THE FIRST, AND OBVIOUS, WAY IS TO STICK TOGETHER.  
I SAY OBVIOUS. BUT THOUGH IT'S OBVIOUS, FARM PEOPLE JUST  
HAVEN'T STUCK TOGETHER---AT LEAST IN THE PAST.

Stick  
together

Farmers - no  
unity

Coops

BUT THAT'S WHAT A COOPERATIVE IS ALL ABOUT. IT MEANS  
STICKING TOGETHER. I'VE WATCHED THE WORK OVER THE PAST FEW

DI...ASSOCIATED MLK PRODUCERS...MID-AMERICA....

MILK INC., AND OTHERS. THOSE ORGANIZATIONS HAVE ACCOMPLISHED

WHAT COULD NEVER HAVE BEEN DONE WITHOUT THEM. AND, IF YOU

GET TOGETHER EVEN MORE THAN YOU HAVE---INCLUDING THROUGH MERGER---

I BELIEVE YOU CAN DO EVEN BETTER.

Since 1964 - Dairy Income  
1 1/2 Billion up - 35% Price  
me-256

How can  
capital  
grow

Pol Action

I THINK YOU RECOGNIZE THAT, BY WORKING AND JOINING TOGETHER,  
YOU CAN EXERT LEVERAGE ON NATIONAL POLICY---BOTH IN THE EXECUTIVE  
AND LEGISLATIVE BRANCHES---THAT YOU COULD NEVER EXERT ALONE.

AND, BELIEVE ME, WITHOUT THAT LEVERAGE----WHICH COMES FROM  
STRENGTH AND UNITY---NO ORGANIZATION, IN AGRICULTURE, BUSINESS  
OR LABOR, CAN HOPE TO HAVE ITS VOICE EFFECTIVELY HEARD.

How  
shred of  
need  
National  
Market

I'VE SEEN ANOTHER THING IN RECENT MONTHS AND YEARS.  
YOU ARE LEARNING THE LESSON OF THE "TOTAL MARKET" THIS  
COUNTRY OF OURS HAS SHRUNK. MODERN COMMUNICATION HAS DONE IT.

IF WE DIDN'T KNOW IT BEFORE, WE KNOW NOW THAT NATIONAL POLICY  
DECISIONS ARE BASED ON TOTAL NATIONAL DEMAND FOR MILK...ON TOTAL  
SURPLUS TO BE PURCHASED BY CCC... ON TOTAL NATIONAL PRODUCTION.

Min

JUST TO SEE THIS IN PERSPECTIVE, LET ME POINT OUT THAT IN MY  
STATE OF MINNESOTA ABOUT 10 BILLION POUNDS OF MILK WAS PRODUCED  
LAST YEAR. WHILE 8 BILLION POUNDS OF THIS WAS INELIGIBLE FOR  
FLUID MARKET, IT WILL EVENTUALLY FIND A WAY TO SHARE HIGHER VALUED  
FLUID SALES. LAST YEAR IN MY NEIGHBORING STATE OF WISCONSIN,  
18 BILLION POUNDS OF MILK WAS PRODUCED---10 BILLION POUNDS INELIGIBLE

World Trade - Exports - Common mkt  
World mkt -4-  
- Japan  
- Food for Peace

000953

FOR FLUID MARKET. IF DAIRY FARMERS WORK TOGETHER--- THROUGH  
WELL MANAGED AND WELL CAPITALIZED ORGANIZATIONS---- THEY CAN FIND  
THE BEST METHOD TO ENABLE THIS MILK TO SHARE HIGHER VALUED FLUID  
SALES, AND IN AN ORDERLY MANNER WHICH DOES NOT DESTROY PRICE  
LEVELS.

AS I SAID, LAST YEAR ABOUT 28 BILLION POUNDS OF MILK

WERE PRODUCED IN WISCONSIN AND MINNESOTA. AS I UNDERSTAND IT,

IN DI'S 9 State AREA OF OPERATIONS, ONLY ABOUT  $12\frac{1}{2}$  BILLION POUNDS  
OF MILK WERE PRODUCED

of your membership accounts  
for less than 1/2 of this.

I THINK IT IS OBVIOUS THAT THERE WOULD BE ADVANTAGES

IN WORKING TOGETHER, ... ADVANTAGES FOR YOU AND FOR THE PEOPLE UP NORTH.

needs YOU NEED CAPITAL. YOU NEED SPECIALISTS IN MARKETING,  
IN THE LAW, IN GOVERNMENTAL AND PUBLIC RELATIONS, YOU NEED  
TO UPGRADE YOUR PROCESSING AND TRANSPORTATION SYSTEMS. YOU  
NEED TO CONTINUE YOUR EFFORTS TO DEVELOP NEW PRODUCTS AND TO  
MEET CONSUMER TASTES. YOU NEED BETTER SUPPLY MANAGEMENT.

ALL OF THESE THINGS CAN BE DONE IF YOU WORK FROM A BROADER  
BASE. FEW OF THEM CAN BE DONE ON A PURELY REGIONAL LEVEL.

WELL, IT SHOULD BE CLEAR BY NOW THAT I THINK YOU'VE GOT

SOMETHING GOING FOR YOU IN YOUR MOVEMENT TOWARD COOPERATION  
AND MERGER.

L YOUR DI LEADERS KNOW HOW I FEEL ABOUT THAT. SO DO MY  
GOOD FRIENDS HAROLD NELSON AND DAVE PARR OF AMPI.

L I HOPE YOU CONTINUE THAT TREND. I SUPPORT IT.

NOW, FINALLY, LET ME SAY ONE MORE THING. THERE'S ANOTHER  
POLITICAL LESSON I'VE LEARNED...AND IT'S REALLY AN <sup>extension</sup> ~~EXTENSION~~ OF  
THE FIRST ONE.

L ~~FARM~~ FARM PEOPLE CAN'T GET ANYWHERE UNLESS THEY STICK  
TOGETHER... <sup>and they can't</sup> ~~THEY CAN'T~~ GET ANYWHERE UNLESS THEY FIND ALLIES  
ELSEWHERE.

L YOU'VE ALREADY BEGUN TO DO IT...BUT <sup>2</sup> ~~I~~ HOPE YOU <sup>you will be</sup> ~~WILL BE~~ ~~BE~~  
<sup>even</sup> MORE ACTIVE IN WORKING WITH BUSINESS AND LABOR ORGANIZATIONS...  
WITH CITY PEOPLE AND CONSUMER GROUPS...IN SHORT, WITH OTHER PEOPLE  
WHO CAN HELP YOU REALIZE YOUR OBJECTIVES.

L YOU KNOW, THIS COUNTRY HAS PROBLEMS WHICH PEOPLE EVERYWHERE  
SHARE-----TOO MUCH HUNGER, NOT ENOUGH HOUSING, PEOPLE UNEMPLOYED OR  
UNDEREMPLOYED, WHOLE REGIONS AND SECTORS OF THE ECONOMY WHICH HAVE

BEEN DISCRIMINATED AGAINST OR LEFT BEHIND, THE NEED FOR BETTER  
SCHOOLS.

ALL OF US EVERYWHERE HAVE TO TAKE OFF OUR BLINDERS.  
IF DAIRY PEOPLE HAVE LEARNED THE LESSON OF THE "TOTAL MARKET,"  
THEN THIS WHOLE COUNTRY NEEDS TO LEARN THE LESSON THAT IT'S  
ONE COUNTRY.

I THINK PRESIDENT NIXON MADE SENSE IN 1969 WHEN HE  
SAID HE WOULD "BRING US TOGETHER." I WON'T BE CRITICAL HERE  
OF ANY SHORTCOMINGS I'VE SEEN IN THAT REGARD, BUT I STILL  
DO THINK WE NEED TO COME TOGETHER....FARM PEOPLE AND CITY PEOPLE...  
NORTH AND SOUTH AND WEST...LABOR PEOPLE AND STORE PEOPLE...BLACK  
PEOPLE AND WHITE PEOPLE WHO BELIEVE THAT WE CAN ALL BUILD THIS  
COUNTRY AND MAKE IT BETTER----PEACEFULLY AND WITHOUT TURNING  
AGAINST EACH OTHER.

ANYWAY, I THINK WE CAN ALL DO A BETTER JOB OF HELPING  
ONE ANOTHER. AND WHEN WE DO, I THINK WE'LL ALL HAVE FAITH AGAIN  
THAT THIS COUNTRY'S BEST DAYS ARE STILL AHEAD.

I'VE SAID ENOUGH. NOW LET ME HEAR FROM YOU. ANY QUESTIONS?



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